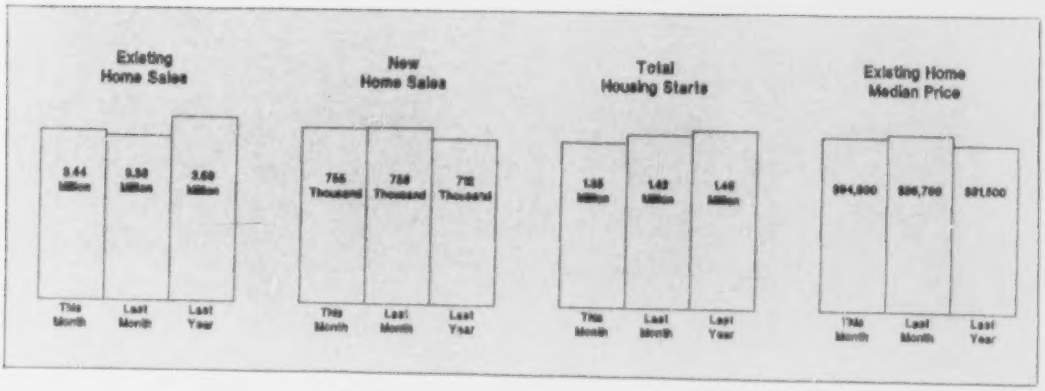
Vol. 3, No. 9 September 1989

Home Sales

Existing and New Single-Family, Apartment Condos and Co-ops

HOME SALES SUMMARY



HIGHLIGHTS

- Existing home sales volume rose to its highest level in the past six months while the new home market continued at an even pace. The number of existing homes sold reached a seasonally adjusted annual rate of 3,440,000 units, 3.3 percent above July, still 6.8 percent below the same month of 1988. New home sales activity was basically unchanged at an annualized rate of 755,000 units, 6.0 percent above August a year ago.
- The total number of existing and new houses on the market rose a modest 1.7 percent to 2,674,000 units. This was attributable to a 50,000 unit increase in the inventory of existing single-family homes for sale. However, the months' supply of existing homes on the market dipped by two tenths of a month to 8.0 months while the supply of new homes remained unchanged at 6.0.
- Builders pulled in the reins on residential construction after housing starts reached a five-month high in July. Total starts fell 5.0 percent to a seasonally adjusted annual rate of 1,353,000 units. Nearly two thirds of the decrease was attributable to a slowdown in construction of multi-family housing.
- Housing prices remained stable in August as existing single-family home prices retreated 1.9 percent from last month's all-time high to $94,900, still 3.7 percent above August of a year ago. New home prices recovered from last month's dip to reach $122,900, only $100 below June's all-time high of $123,000.
- Housing affordability improved considerably as lower interest rates combined with a dip in the median sales price of an existing single-family home to spring the Housing Affordability Index 4.5 points to 102.2. This is its highest level since last April.

NATIONAL ASSOCIATION OF REALTORS®
REALTOR®
The Voice for Real Estate™

SURVEY DESCRIPTION

Publication

1. Home Sales is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS® Economics and Research Division receives data on existing single-family home sales from over 450 Boards of REALTORS® and multiple listing systems across the country. In 1988, data on over 1,140,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	.14	South	.35
Midwest	.28	West	.23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings". To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a standard home. Prices are influenced by changes in cost and changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are not seasonally adjusted.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation – the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium/cooperative sales and state home sales are based on quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

EQUAL HOUSING OPPORTUNITY

THE NATIONAL ASSOCIATION OF REALTORS® is pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the nation. The Association encourages and supports an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, handicap, familial status or national origin.

SUBSCRIPTION INFORMATION

Home Sales is published monthly by the NATIONAL ASSOCIATION OF REALTORS®. Annual subscription price is $50.00 for NAR members, $75.00 for non-members.

Copyright © 1989 by the NATIONAL ASSOCIATION OF REALTORS®

All rights reserved. The NATIONAL ASSOCIATION OF REALTORS® will grant permission to use or reprint material from Home Sales under appropriate circumstances.

All Correspondence should be addressed to:
Economics and Research Division,
NATIONAL ASSOCIATION OF REALTORS®
777 14th St., N.W., Washington, D.C. 20005
(202)383-1276

Ira Gribin, President

John A. Tuccillo, Chief Economist and Senior Vice President

Glenn E. Crellin, Division Vice President

Halvor M. Juul, Director

REALISTIC EXPECTATIONS

A few weeks ago the real estate section of a major newspaper did a story highlighting statistics from Home Sales. Ordinarily this coverage would be gratifying, but the tone of the piece was negative and sensational by telling readers how little they get for the median price. The implication was to tell buyers that they can't get a quality unit for a price near the median, so why bother?

Part of the problem, of course, is that the real estate section is the advertising vehicle for new housing developments in the area, and the editorial staff loses sight of the fact that their advertisers do not represent the entire housing universe. They also become accustomed to dealing with more upscale consumers and neglect sufficient attention to the entry level buyer. This might be acceptable if the market did not depend on homebuyers starting small and moving to larger, fancier houses as their economic status changes. However, the industry depends heavily on consumers climbing the housing ladder -- one rung at a time.

Moreover, the article makes me wonder if the consumer has unrealistic expectations as well. All housing has not been constructed in the last five years, and while most people would prefer a newer home to an older one, the reality is that most buyers will be purchasing homes that have been around for awhile. Roughly one-quarter of the owner occupied housing stock was built within the last ten years, according to data provided by the Census Bureau. Furthermore, there are wide regional disparities within that number. Only 13 percent of the housing in the Northeast was built between 1975 and 1985, while 31 percent of the homes in the West are that new. Overall, the typical house in the country was 23 years old as of 1985. This means the buyer of the typical home will generally be making concessions regarding some of the amenities of the home, but may be picking up special features typically not available with newer homes, such as mature landscaping. It also means that the home will need maintenance, if not immediately, within a short time.

Sizes of homes are also a factor. In the last several years homebuilders have been building primarily for the trade-up market. This means houses and lots have been growing and luxury features have become more commonplace. However, attitudes are changing. While a lucrative trade-up market still exists and will remain with us as the baby boom generation matures, the focus of public policy and attention is on the plight of the first-time homebuyer who needs affordable housing. Interest is emerging to build to satisfy this demand.

One should look to the existing market to satisfy this demand as well, but the first-time buyers need realistic expectations when they enter the market. They need to be aware of the kinds of houses and neighborhoods their parents lived in when they purchased their first homes. With these realistic expectations in mind, they don't look in the "big ticket" communities for the median price home. They look in solid, mid-range neighborhoods. They also do not generally key on four bedroom homes, as was implied in the article. Statistics in this issue of Home Sales indicate that fewer than 30 percent of the homes sold this month had four bedrooms. Clearly the median price home should be expected to be no larger than average in a pleasant mid-range suburb.

The newspaper article was right. There aren't many median price homes in some communities, but if realistic expectations are applied, median price homes can be abundantly found in midrange communities, and the newpaper does homebuyers a disservice by implying that there's nothing desirable at or below the median price. Such an editorial policy will ultimately mean that the move-up buyers who buy the product of the advertisers in the real estate section will dry up, and then there will be no further need for a real estate editorial staff.

Glenn E. Crellin
Division Vice President

AUGUST HOUSING MARKETS

Housing markets were firm in August as existing home sales volume rose to its highest level since February while new home sales marked time. The economy's slow and steady economic growth accompanied by gradually decreasing mortgage interest rates continues to serve as the underpinning for the current housing market.

It should be noted, however, that an early warning may have been sounded by the latest monthly consumer confidence survey of the Conference Board. The September Conference Board survey indicated that consumers' housing related buying plans were weaker with homebuying plans dropping significantly to 2.9 percent from 3.5 percent and major appliance purchasing plans falling to 25.3 percent from 28.3 percent.

While not a leading indicator, many trend watchers look to the Conference Board's Consumer Confidence Index for a hint of where the economy may be heading.

During August, existing home sales volume advanced 3.3 percent to a seasonally adjusted annual rate of 3,440,000 units, 6.8 percent below the same month a year ago. Meanwhile, the pace of new home sales slowed less than one percent to 755,000 transactions, 6.0 percent above August of a year ago.

Regional comparisons of existing home sales activity point to a mixed pattern with three of the four regions reporting increases. The Northeast posted the sharpest gain, up 7.3 percent to 590,000 units, but still down 13.2 percent from a year ago. The Midwest, buoyed by strong agricultural exports and a solid industrial base, boasted a 4.4 percent increase to a 950,000 unit annual rate. Activity in the South was up a modest 3.8 percent to an annualized rate of 1,350,000 units. By contrast, the West slipped 3.5 percent to an annualized rate of 550,000 transactions, the lowest level of the past 12 months.

Regional comparisons of new home sales point to a mixed pattern. Activity in the Northeast moved marginally lower to a seasonally adjusted annual rate of 107,000 units, 7.0 percent above the same month a year ago. After an extremely sharp 26.5 percent spurt last month, sales in the Midwest fell by a nearly equal 27.9 percent to an annualized rate of 93,000 units, fairly even with the monthly pace of the past year. Sales in the South were up 6.2 percent to an annual rate of 310,000 units, the highest monthly rate of the past 12 months and 3.3 percent higher than the same month a year ago.

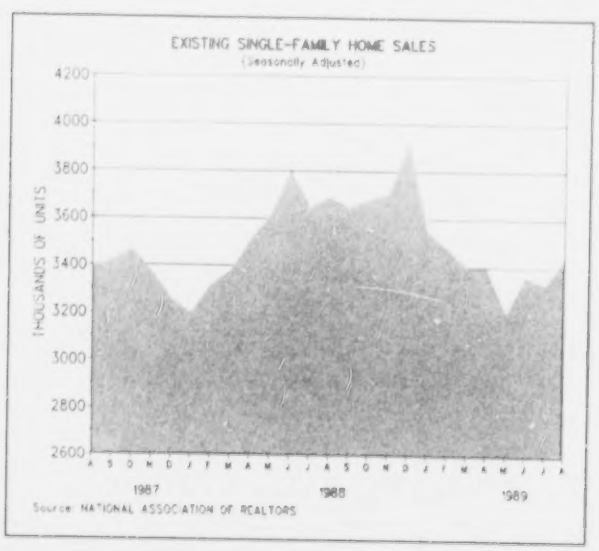
Inventory Available For Sale

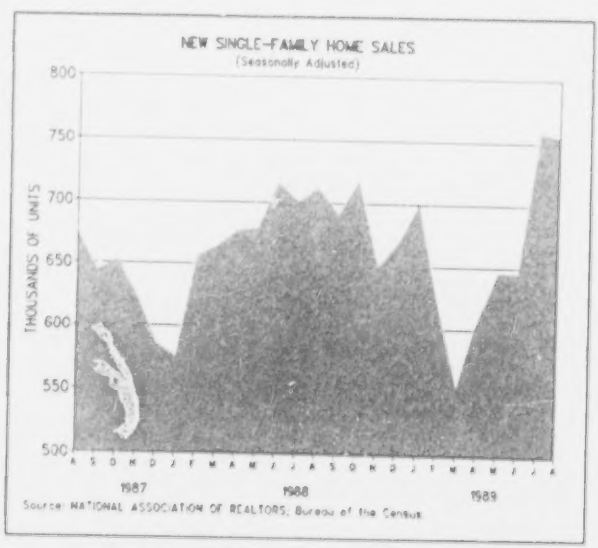
The total number of houses available for sale increased a modest 1.7 percent to 2,674,000 units. This increase is attributable solely to a 2.2 percent increase in the number of existing homes available for sale. The number of new houses on the market decreased modestly to 364,000 units.

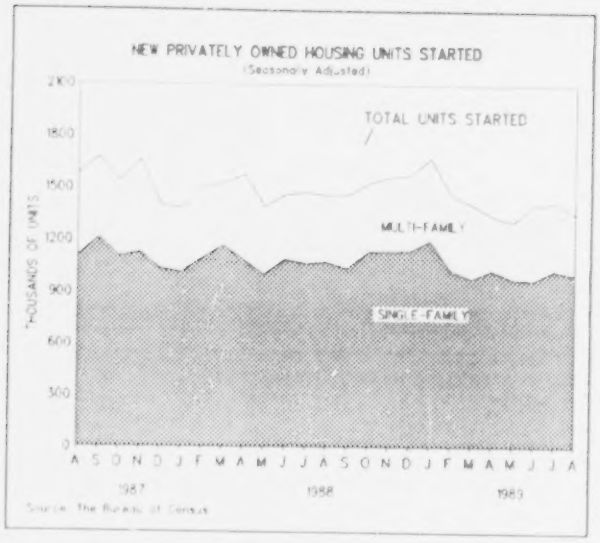
The months' supply of existing homes on the market decreased while the supply of new homes remained unchanged from last month. During the month the stock of existing homes slipped to 8.0 months while the supply of new homes remained the same at 6.0 months.

Housing Construction

After increasing for two consequentive months, total new privately owned housing starts retreated in August as builders took a more conservative stance. Total new homes under construction decreased 5.0 percent to a seasonally adjusted annual rate of 1,353,000 units. Con-





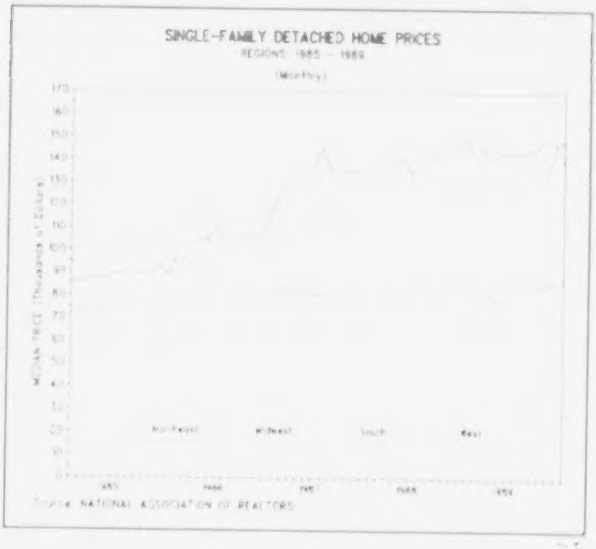


struction of single-family unit structures slipped 2.5 percent to an annual rate of 1,003,000 units while buildings with five or more units fell 13.6 percent to an annualized rate of 292,000 units.

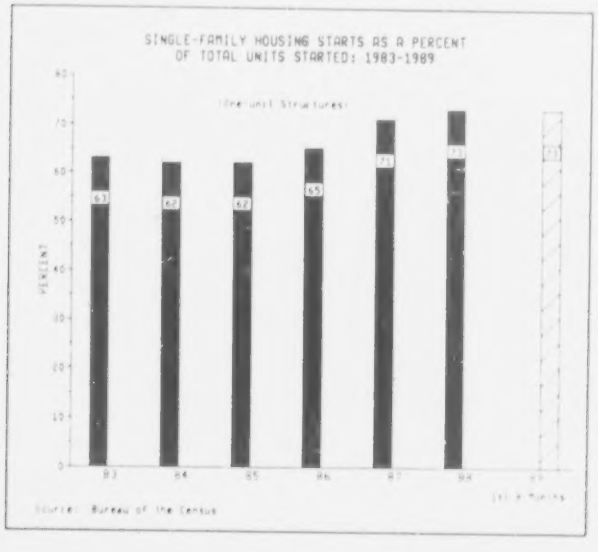
Regional comparisons of new construction in August point to decreases in three of the four regions. The Northeast saw a sharp gain in July more than offset by a 28.2 percent plunge to a seasonally adjusted annual rate of 140,000 units, the lowest level of the past twelve months. The Midwest also posted a new twelve month low as activity dropped 9.7 percent to an annualized rate of 241,000 starts. The West also reported a decrease with a 7.4 percent decrease to an annualized rate of 398,000 structures. By contrast, the South reported a 7.9 percent increase to a 574,000 unit pace.

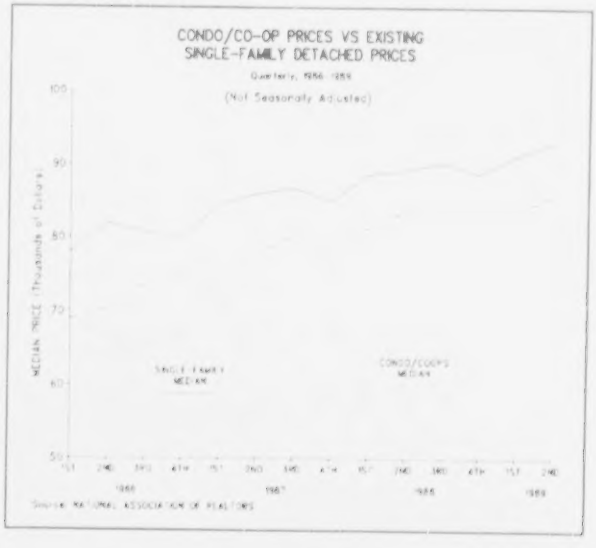
Home Sales Prices

Home prices remained firm in August with existing home prices drifting slightly lower and the cost of a new home moving up to within a hair of its all-time high. The median price of an existing single-family home in August decreased $1,800 from last month's all-time high to $94,900, still 3.7 percent above the level of a year ago



Regional comparisons show that prices were unusually stable with the exception of the West. The August median price of an existing single-family home in the Northeast rose $1,300 to $148,400, unchanged from a year ago. Prices in the Midwest slipped $1,100 to $72,300, up 3.6 percent from last year. The South was essentially unchanged from last month but still 4.8 percent higher than the 1989 level. By contrast, prices in the West changed the most from last month with a $7,100 drop to $139,400, 9.9 percent above the same month a year ago.



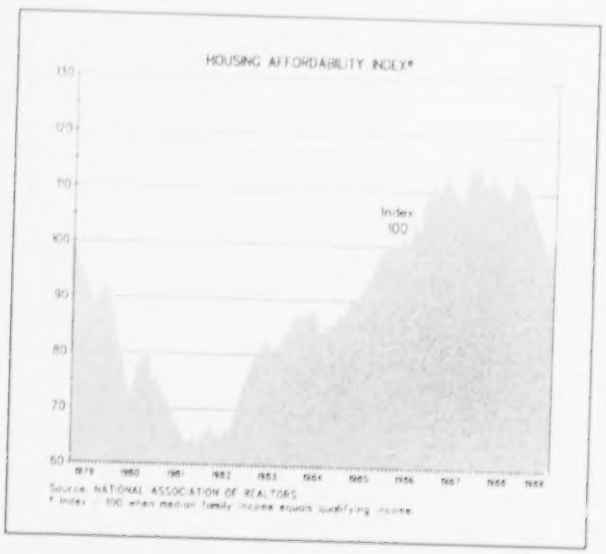


Resale Housing Affordability

Housing affordability took a sharp turn for the better in August as the Fed's credit policies began to feed through to the Housing Affordability Index itself. During the month, the effective mortgage interest rate fell 28 basis points to 10.11 percent while the median price of an existing single-family home slipped $1,800 from the previous month, boosting the Housing Affordability Index to 102.2 from last month's 97.7.

At its present level, the affordability index means that a family earning the median family income of $32,992 has 102.2 percent of the income required to marginally qualify for a conventional loan covering 80 percent of the median existing single-family home price of $94,900.

Housing affordability benefitted from decreasing interest rates in all four regions of the country but not to the same degree. Affordability improved sharply in the Midwest where the index jumped 5.1 points to 134.4, reflecting the impact of a $1,100 drop in the median price of existing single-family homes in that region. Similarly, the index in the West was up almost the same, rising 5.7 points to 75.0. Improved affordability was held back by rising prices in the Northeast where it moved up 1.7 points to 72.5. As in the Midwest, the South profited from a combination of lower interest rates and softer prices to report a 2.4 point improvement in that region's affordability index.



Condominium/Co-operative Resales

Apartment condominiums/cooperatives accounted for 10.5 percent of total home sales in the second quarter 1989, up from a 9.3 percent share in the first quarter 1989.[1] Resales of apartment condominiums/cooperatives alone in the second quarter increased 8.7 percent to a seasonally adjusted annual rate of 388,000 units, although still 6.3 percent lower than the year ago high of 414,000 units.

While the nationwide volume of condos/co-ops was higher in the second quarter than the preceding quarter, regional performances were mixed. The market in the Northeast improved as condo/co-op sales rebounded 35.3 percent from the previous quarter, reaching a seasonally adjusted annual rate of 203,000 units. This is slightly below the year ago high of 208,000 sales.

Sales gains in the Northeast more than offset decreases in sales in the three other regions. The Midwest, South and West all reported lower condo/co-op sales, down around 11 percent from the first quarter 1989, although condo/co-op sales in the South were equal to the year ago level.

The U.S. median price for condos/co-ops was $85,700 in the second quarter, just 2.4 percent higher than a year ago, and 8.5 percent below the median price of existing single-family homes. The West was the only region to post a decrease in prices, down 5.3 percent from the previous quarter to a median of $105,200.

The South recorded the largest quarterly rise in condo/co-op prices -- up 5.7 percent to a median of $71,600. The Northeast also showed signs of price appreciation with a median price jump of 4.6 percent to $111,900 in the second quarter. The median price in the Midwest was also up, increasing 2.3 percent from the previous quarter to $65,800.

Total Home Resales

Existing single-family home sales (excluding condos/co-ops) accounted for 89.5 percent of total existing home sales in the second quarter 1989 compared to 90.7 percent in the first quarter 1989.

Total sales of single-family homes, condominiums and cooperatives reached 3,710,000 units in the first quarter 1989 on a seasonally adjusted annual rate basis, 3.4 percent below the first quarter.

Although housing activity is down, regional quarter-to-quarter comparisons show relatively similar patterns. Increasing sales of condos/co-ops in the Northeast more than offset the decrease in single-family activity in that region, when total existing home sales showed no change between the first quarter and second quarter 1989. Sales activity in the other three regions reflects a softening of total home sales for the second consecutive quarter. The Midwest posted a seasonally adjusted annual rate of 950,000 units, down 3.1 percent from the previous quarter and falling 5.9 percent from the same quarter a year ago. The South recorded a seasonally adjusted annual rate of 1,350,000 units sold, falling 2.9 percent from the previous quarter and down 6.9 percent from a year ago. Sales activity in the West also slowed. With total home sales falling 7.2 percent from both the previous quarter and the year ago quarter.

State Resale Market

Year-to-year decreases in home sales activity were felt by the majority of states. Among the 50 states and the District of Columbia, approximately 78 percent posted declines in home sales activity in the second quarter compared to a year ago. Twenty-seven states registered a fall of 10 percent or more, while only eight states recorded increases in sales volume this quarter. Four states recorded an increase of 10 percent or more, including Montana (up 14.7 percent), South Carolina (up 13.4 percent), Iowa (up 12.6 percent), and Utah (up 11.9 percent).

Regional year-to-year comparisons show that the housing market is continuing to soften. Home sales activity declined in over 80 percent of the states in both the South and the Midwest regions. Nebraska and Michigan were the only two states in the Midwest to report growth in home sales activity from the second quarter 1988, up 16.2 percent and 2.1 percent respectively.

Florida, the second largest housing market in the South posted a seasonally adjusted annual rate of 175,400 unit sales for the second quarter 1989. This is 9.1 percent below last quarter sales activity and 4.8 percent lower than a year ago.

Sales activity in California fell for the second consecutive quarter. The second quarter seasonally adjusted annual rate for homes sold was 523,700, 14.9 percent less then the previous quarter of 615,000 unit sales.

Arizona recorded 56,000 unit home sales in the second quarter 1989, 14.2 percent less then the previous quarter and 6.7 percent less than the year ago number.

Michigan, the state with the largest housing market in the Midwest registered 181,400 unit home sales in the second quarter, falling 6.8 percent from the first quarter rate, but up 2.1 percent from a year ago. Illinois had the second greatest home sales activity in the Midwest, recording 170,500 units sold in the second quarter.

The Northeast is still showing signs of a cool-down. All nine states posted decreases in sales activity compared to the same quarter a year ago. Maine was the only state to post a first quarter to second quarter increase, with sales activity up 5.6 percent to 32,200 units sold. Pennsylvania, the state in the Northeast with the largest number of housing sales, reached 223,500 units sold in the second quarter.

Metropolitan Home Sale Prices

Many metropolitan areas are continuing to experience robust appreciation in home prices. Comparisons of the second quarter with the same quarter a year ago show 64 of the 83 metropolitan areas in our sample reporting increases, with prices in 15 metropolitan areas increasing by at least ten percent. In contrast, 17 metropolitan areas posted declines in home prices, although, all reported less then nine percent during that same period.

Now that oil prices are firmer and with the glut of repossessed real estate easing, the housing market in Texas is slowly inching its way back. The existing home market in Houston showed positive signs in the second quarter 1989, as the median sales price which reached a high of $83,700 in the third quarter 1985 and low of $56,800 in the fourth quarter of 1988 rebounded to $68,700, 8.2 percent higher than a year ago. Median home prices in Dallas reached $92,400 in the second quarter 1989, increasing for the third consecutive quarter.

Of the thirty-six sampled metropolitan areas in the South, Mobile Alabama reported the largest year-to-year increase, 11.5 percent, with a median home price of $55,400. Tampa/St. Petersburg/Clearwater followed Mobile with a 9.6 percent year ago rise, concluding the second quarter with a median home price of $71,800.

In the West, of 15 metropolitan areas in our survey, Honolulu posted the largest year-to-year price increase, 32.1 percent, reaching a median price of $262,500, although, San Francisco posted the highest home price of $265,700 in the second quarter. By contrast home prices in Denver and Spokane fell between the second quarter 1988 and the second quarter 1989, down 0.1 percent and 2.1 percent, respectively.

In the Midwest region, with 19 metropolitan areas sampled, Grand Rapids reported a 11.5 percent year ago increase, reaching a median price of $65,000. Chicago reported a median price of $105,000 in the second quarter, a year ago increase of 4.7 percent.

Omaha, Des Moines and St. Louis experienced price decreases in the second quarter 1989 compared to the same quarter a year ago, as well as from the first quarter 1989. The median home price in Omaha in the second quarter 1989 was down 0.2 percent, ending with a median home price of $58,600. The median price in Des Moines in the second quarter 1989 was $57,100, falling 1.9 percent from the same quarter a year ago, while the median price in St. Louis was $75,300, decreasing 5.3 percent.

With thirteen metropolitan areas sampled in the Northeast, Springfield led in home price appreciation, increasing 20 percent from the second quarter 1988, ending with a median sale price of $108,800. New York/Northern New Jersey/Long Island recorded a median home price of $186,300, the highest in this region, although only slightly above the Boston median price of $186,200. Prices in Boston actually increased 1.8 percent from the second quarter 1988, after falling the previous two quarters. This may be an aberration to the previous trend, third quarter numbers will tell the true story.

Metropolitan areas that posted year ago quarter-to-quarter declines in home prices in the Northeast include Hartford (down 2.3 percent, New York/Northern New Jersey/Long Island (down 4.0 percent), Worcester (down 5.0 percent) and New Haven/Meriden (down 7.6 percent).

The Consumer Price Index for All Urban Consumers (CPI-U) rose 0.2 percent in August 1989, reaching 124.6. The month to year ago change was 4.7 percent. The Housing component showed a monthly rise of 0.2 percent in August. The Shelter component of the Index increased 0.4 percent in August, with Renters' Costs unchanged while the Index for Homeowners' Costs increased 0.6 percent.

Halvor M. Juul
Director of Surveys

Ann E. Mulvaney
Research Economist

[1]For reasons of statistics, unit sales of apartment condos and cooperatives have been combined although differences exist. Ownership of a condo unit is the same as ownership of a single family house. However, a condo owner is a tenant-in-common with respect to all the common areas, which include halls, grounds, and recreational areas. A cooperative is owned by a cooperative corporation in which each unit holder is a shareholder; the shares allow them the right to a proprietary lease of an individual unit.

State Home Resales: Second Quarter 1989
(Percent Change from 2nd Quarter 1988)

Down 10% or More	Down 0.1 - 9.9%		Up 0.1 - 9.9%	Up 10% or More
Alaska	Alabama	Massachusetts	Idaho	Hawaii
Arkansas	Arizona	Mississippi	Louisiana	Montana
Colorado	California	Missouri	Michigan	Nebraska
Connecticut	Delaware	North Carolina	Nevada	Oklahoma
District of Columbia	Florida	North Dakota	Oregon	
Maine	Georgia	Ohio	Utah	
Minnesota	Illinois	South Carolina	Washington	
New Hampshire	Indiana	Tennessee		
New Jersey	Iowa	Texas		
New Mexico	Kansas	West Virginia		
New York	Kentucky	Wyoming		
Pennsylvania	Maryland			
Rhode Island				
South Dakota				
Vermont				
Virginia				
Wisconsin				

Metropolitan Home Sales Price
(Change from 2nd Quarter 1988)

Down	Up 0.1 - 4.9%		Up 5.0 - 9.9%	Up 10% or More
Corpus Christi	Akron	Lansing/East Lansing	Baltimore	Albany/Schenectady/Troy
Denver	Albuquerque	Memphis	Chicago	Buffalo/Niagara Falls
Des Moines	Baton Rouge	Minneapolis/St. Paul	Cleveland	Cincinnati
Hartford	Birmingham, AL	Nashville	Dayton/Springfield	Grand Rapids
Little Rock/No. Little Rock	Boston	Orlando	El Paso	Honolulu
Jacksonville, FL	Charleston, SC	Peoria	Fort Worth/Arlington	Las Vegas
New Haven/Meriden	Chattanooga	Phoenix	Greenville/ Spartanburg	Los Angeles Area*
New Orleans	Columbia, SC	Pittsburgh	Houston	Mobile
New York/No. New Jersey/Long Island	Columbus, OH	Providence	Indianapolis	Orange County (Anaheim/ Santa Ana)*
Oklahoma City	Dallas	Rochester	Knoxville	Riverside/San Bernardino*
Omaha	Daytona Beach, FL	Salt Lake City/Ogden	Lexington/Fayette	Sacramento
Raleigh/Durham	Detroit	Toledo	Louisville	San Diego
St. Louis	Fort Lauderdale/ Hollywood	West Palm Beach/Boca Raton/ Delray Beach	Madison	San Francisco Bay Area*
San Antonio	Kansas City	Wichita	Miami/Hialeah	Seattle/Tacoma
Spokane			Milwaukee	Springfield, MA
Tulsa			Montgomery	
Worcester			Philadelphia	
			Portland, OR	
			Syracuse	
			Tampa/St. Petersburg	
			Washington, DC	

* Provided by the California Association of REALTORS®

UNITED STATES SUMMARY

Year		Single-Family Home Sales (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
		Existing	New	Existing	New	Existing	New	Existing	New
1983		2,719,000	623,000	1,980,000	304,000	*	*	$70,300	$ 75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987		3,526,000	671,000	2,160,000	370,000	*	*	85,600	104,500
1988		3,594,000	676,000	2,160,000	371,000	*	*	89,300	112,500
1988	Aug	3,690,000	712,000	2,540,000	363,000	8.2	6.3	$91,500	$110,000
	Sep	3,650,000	691,000	2,430,000	361,000	7.9	6.5	88,500	116,600
	Oct	3,680,000	718,000	2,400,000	353,000	7.9	5.1	88,900	112,900
	Nov	3,710,000	650,000	2,600,000	364,000	8.5	6.9	88,500	110,400
	Dec	3,920,000	669,000	2,160,000	366,000	6.5	6.7	88,700	121,000
1989	Jan	3,550,000	700,000	2,400,000	369,000	8.1	6.4	$89,700	$113,000
	Feb	3,480,000	621,000	2,450,000	375,000	8.5	7.6	91,900	118,000
	Mar	3,400,000	555,000	2,470,000	377,000	8.7	8.1	92,000	123,000
	Apr	3,400,000	607,000	2,640,000	377,000	9.3	7.6	92,900	116,700
	May[r]	3,210,000	653,000	2,580,000	380,000	9.6	7.2	92,600	119,000
	Jun[r]	3,360,000	653,000	2,350,000	377,000	8.4	7.1	93,400	123,000
	Jul[r]	3,330,000	758,000	2,260,000	369,000	8.2	6.0	96,700	116,000
	Aug[p]	3,440,000	755,000	2,310,000	364,000	8.0	6.0	94,900	122,900

r Revised p Preliminary * not applicable
Source: New home sales data from Census Bureau, U.S. Department of Commerce.

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987		3,526,000	685,000	959,000	1,282,000	600,000					
1988		3,594,000	673,000	929,000	1,350,000	642,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1988	Aug	3,690,000	680,000	930,000	1,400,000	670,000	368,000	73,000	94,000	134,000	66,000
	Sep	3,650,000	650,000	910,000	1,390,000	700,000	315,000	62,000	73,000	114,000	66,000
	Oct	3,680,000	640,000	940,000	1,410,000	690,000	304,000	59,000	73,000	114,000	59,000
	Nov	3,710,000	680,000	940,000	1,410,000	680,000	276,000	46,000	61,000	119,000	50,000
	Dec	3,920,000	700,000	1,010,000	1,500,000	700,000	258,000	44,000	62,000	105,000	48,000
1989	Jan	3,550,000	710,000	930,000	1,310,000	630,000	217,000	40,000	51,000	87,000	38,000
	Feb	3,480,000	600,000	920,000	1,310,000	640,000	223,000	34,000	66,000	83,000	39,000
	Mar	3,400,000	570,000	870,000	1,270,000	670,000	303,000	48,000	81,000	115,000	60,000
	Apr	3,400,000	610,000	890,000	1,280,000	620,000	293,000	49,000	85,000	110,000	49,000
	May	3,210,000	610,000	810,000	1,230,000	580,000	322,000	59,000	85,000	118,000	56,000
	Jun	3,360,000	510,000	960,000	1,280,000	600,000	338,000	54,000	97,000	124,000	65,000
	Jul[r]	3,330,000	550,000	910,000	1,300,000	570,000	296,000	52,000	84,000	114,000	47,000
	Aug[p]	3,440,000	590,000	950,000	1,350,000	550,000	341,000	63,000	96,000	128,000	55,000

Components may not agree with totals due to rounding.
r Revised p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1983		$225.9	$ 42.1	$44.6	$ 84.4	$ 53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987		374.8	100.6	72.4	123.5	79.9					
1988		405.4	104.6	73.4	136.0	93.3					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1988	Aug	$425.8	$110.2	$75.4	$143.7	$ 99.4	$42.4	$11.8	$7.6	$13.7	$ 9.8
	Sep	410.8	99.9	71.0	138.1	104.4	35.4	9.6	5.7	11.3	9.7
	Oct	413.0	100.1	74.1	137.0	102.5	34.2	9.1	5.8	11.0	8.8
	Nov	417.0	103.9	73.6	139.3	101.6	31.0	7.0	4.7	11.8	7.5
	Dec	438.6	106.4	79.6	147.5	104.7	29.9	5.5	4.9	10.2	7.1
1989	Jan	$401.6	$110.4	$73.2	$129.6	$ 94.1	$24.5	$ 6.2	$4.2	$ 8.6	$ 5.7
	Feb	409.7	92.3	74.2	147.3	95.8	26.3	5.2	5.3	9.4	5.8
	Mar	394.9	88.5	70.2	131.4	104.0	35.1	7.4	6.6	11.9	9.2
	Apr	401.4	95.3	71.9	134.4	99.3	34.6	7.7	6.9	11.6	7.8
	May	378.8	95.4	66.3	128.1	93.5	38.0	9.3	7.0	12.3	9.0
	Jun	399.6	83.9	81.1	132.9	94.0	40.1	8.9	8.2	12.8	10.1
	Jul[r]	399.0	88.4	77.7	140.7	92.9	35.5	8.3	7.1	12.3	7.7
	Aug[p]	408.3	95.5	80.4	146.2	87.1	40.5	10.2	8.1	13.9	8.8

Components may not agree with totals due to rounding.
r Revised p Preliminary

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
				Median					Average(Mean)		
1983		$70,300	$ 72,200	$56,600	$69,200	$ 94,900	$ 83,100	$ 85,400	$62,900	$ 81,500	$111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1988		89,300	143,000	68,400	82,200	124,900	112,800	155,500	78,900	100,800	145,400
1988	Jul	$90,700	$144,700	$69,400	$84,700	$125,300	$114,700	$157,500	$80,400	$104,100	$145,700
	Aug	91,500	148,400	69,800	83,400	126,900	115,400	161,200	81,000	102,400	147,900
	Sep	88,500	141,500	67,500	81,400	128,300	112,600	154,100	77,800	99,600	148,800
	Oct	88,900	144,400	68,000	80,500	130,000	112,300	155,700	79,100	97,100	149,100
	Nov	88,500	140,700	67,400	80,400	130,900	112,400	152,500	78,100	98,700	150,400
	Dec	88,700	143,000	67,700	78,200	128,700	112,000	152,500	79,000	97,800	149,100
1989	Jan	$89,700	$143,800	$67,800	$82,400	$130,700	$113,000	$155,400	$78,700	$ 98,900	$150,000
	Feb	91,900	142,600	69,900	86,700	127,800	117,800	154,100	80,600	112,400	148,500
	Mar	92,000	143,600	69,900	84,000	138,000	116,100	154,500	80,900	103,500	154,900
	Apr	92,900	144,000	70,400	85,200	142,700	118,000	156,400	80,900	104,700	160,500
	May	92,600	143,800	70,300	84,100	142,300	118,000	156,500	81,400	104,200	160,300
	Jun	93,400	149,900	72,000	85,000	134,500	118,800	163,200	84,300	103,600	156,400
	Jul[r]	96,700	147,100	73,400	87,200	146,500	122,100	160,400	85,400	108,500	164,300
	Aug[p]	94,900	148,400	72,300	87,400	139,400	120,700	160,800	84,500	108,200	159,100

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS (Percentage Distribution)

Price Class	Aug 1985	Aug 1986	Aug 1987	Aug 1988 r	Aug 1989 p
$ 19,999 or under	1.7	1.6	1.5	1.7	1.6
$ 20,000-$ 29,999	3.0	2.3	2.4	2.4	2.1
$ 30,000-$ 39,999	6.0	5.0	4.9	4.6	4.5
$ 40,000-$ 49,999	8.9	8.3	7.6	6.9	6.3
$ 50,000-$ 59,999	11.2	10.6	8.9	8.2	7.6
$ 60,000-$ 69,999	11.7	11.6	10.0	8.9	8.9
$ 70,000-$ 79,999	10.3	10.4	9.3	8.8	8.3
$ 80,000-$ 89,999	8.9	9.1	8.4	7.7	7.8
$ 90,000-$ 99,999	6.4	6.6	6.4	6.3	5.9
$100,000-$119,999	8.7	8.7	9.4	9.3	8.8
$120,000-$159,999	12.0	12.0	13.4	13.8	13.9
$160,000-$199,999	5.1	6.0	7.7	8.1	8.5
$200,000-$249,999	2.9	3.5	4.5	5.5	6.0
$250,000 and over	3.2	4.3	5.6	7.8	9.8
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$77,200	$82,000	$86,500	$91,500	$94,900

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS AUGUST 1989p (Percentage Distribution)

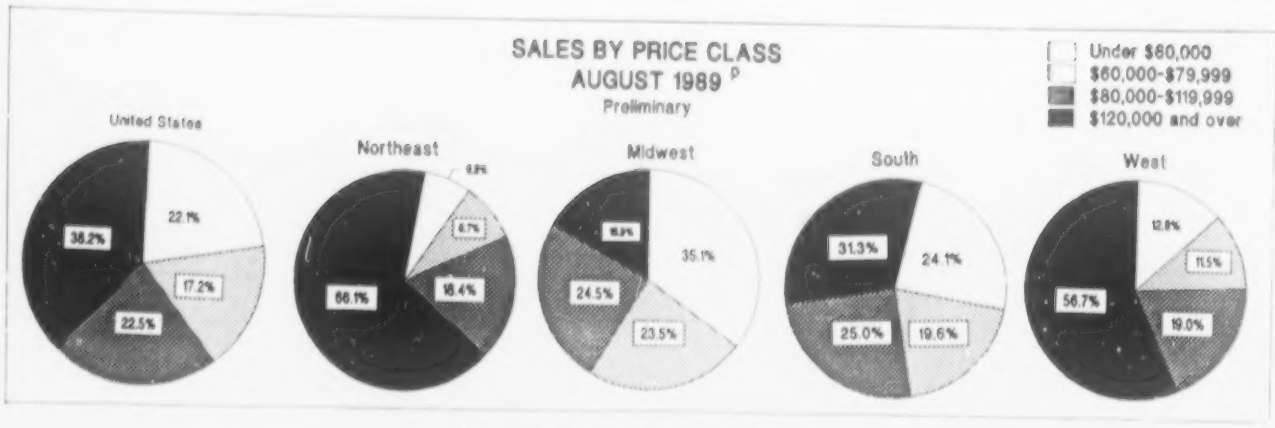
Number of Bedrooms	United States	North-east	Midwest	South	West
2 Bedrooms or less	15.8	14.3	18.5	13.7	17.0
3 Bedrooms	53.6	47.9	56.2	55.9	49.0
4 Bedrooms or more	30.6	37.8	25.3	30.4	34.0
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS AUGUST 1989p (Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	1.6	2.0	2.4	1.3	0.7
$ 20,000 - $ 29,999	2.1	0.5	4.1	1.6	1.3
$ 30,000 - $ 39,999	4.5	0.8	7.1	5.3	2.4
$ 40,000 - $ 49,999	6.3	1.5	10.0	7.1	3.7
$ 50,000 - $ 59,999	7.6	2.0	11.5	8.8	4.7
$ 60,000 - $ 69,999	8.9	3.7	12.3	10.4	5.8
$ 70,000 - $ 79,999	8.3	5.0	11.2	9.2	5.7
$ 80,000 - $ 89,999	7.8	4.6	9.8	8.6	6.3
$ 90,000 - $ 99,999	5.9	4.5	6.6	6.5	5.1
$100,000 - $119,999	8.8	9.3	8.1	9.9	7.6
$120,000 - $159,999	13.9	22.8	9.0	13.9	13.6
$160,000 - $199,999	8.5	16.2	3.9	6.9	11.4
$200,000 - $249,999	6.0	10.9	2.0	4.5	10.0
$250,000 and over	9.8	16.2	2.0	6.0	21.7
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$94,900	$148,400	$72,300	$87,400	$139,400

p Preliminary



HOUSING AFFORDABILITY

Year	Median Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes Composite	Fixed	ARM
1983	$70,300	12.85%	$ 616	30.1%	$24,580	$29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987	85,600	9.28	565	22.0	30,853	27,113	113.8	107.1	122.0
1988	89,300	9.31	591	22.1	32,100	28,360	113.2	103.3	121.6
1988									
Aug	$91,500	9.32%	$ 606	22.9%	$31,684	$29,084	108.9	98.1	117.4
Sep	88,500	9.30	585	22.1	31,788	28,081	113.2	101.0	121.5
Oct	88,900	9.41	593	22.3	31,892	28,481	112.0	100.6	120.5
Nov	88,500	9.48	594	22.3	31,996	28,526	112.2	102.8	119.4
Dec	88,700	9.59	601	22.5	32,100	28,864	111.2	103.0	119.3
1989									
Jan	$89,700	9.61%	$ 609	22.7%	$32,207	$29,240	110.1	101.4	118.3
Feb	91,900	9.78	632	23.5	32,314	30,375	106.4	97.8	113.5
Mar	92,000	9.93	642	23.8	32,421	30,820	105.2	97.8	111.7
Apr	92,900	10.08	657	24.2	32,528	31,517	103.2	96.4	109.1
May	92,600	10.46	675	24.8	32,644	32,420	100.7	95.1	106.5
Jun	93,400	10.59	689	25.2	32,760	33,049	99.1	95.8	103.5
Jul'	96,700	10.39	701	25.6	32,876	33,662	97.7	95.6	102.3
Aug p	94,900	10.11	672	24.5	32,992	32,277	102.2	100.7	107.1
				Regional Housing Affordability				Month Ago	Year Ago
Aug p									
Northeast	$148,400	10.25%	$1,064	34.5%	$37,026	$51,065	72.5	70.8	74.1
Midwest	72,300	10.19	516	18.6	33,275	24,755	134.4	129.3	139.5
South	87,400	10.19	623	24.7	30,327	29,925	101.3	98.9	109.3
West	139,400	9.93	973	33.3	35,038	46,699	75.0	69.3	85.6

* Effective rate on loans closed on existing homes – Office of Thrift Supervision. r Revised. p Preliminary.
** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

FIRST-TIME HOMEBUYER AFFORDABILITY

Year	Starter Home Price	10% Down Payment	Loan Amount	Effective Interest Rate*	Effective I Rate Plus PMI	Monthly Payment	Prime First-Time Median Income	Qualifying Income**	First-Time Buyer Affordability Index	Composite Affordability Index	Affordability GAP (Percent)
1983	$59,800	$5,980	$53,820	12.85%	13.10%	$600	$17,109	$28,799	59.4	83.2	-28.6
1984	61,500	6,150	55,350	12.49	12.74	601	18,735	28,851	64.9	89.1	-27.2
1985	64,200	6,420	57,780	11.74	11.99	594	19,484	28,507	68.3	94.8	-28.0
1986	68,300	6,830	61,470	10.25	10.50	562	20,400	26,990	75.6	108.9	-30.6
1987	72,700	7,280	65,520	9.28	9.53	552	21,916	26,513	78.9	113.8	-30.7
1988	75,900	7,590	68,310	9.31	9.56	577	21,898	27,714	79.0	113.2	-30.2
1988											
II	$75,900	$7,590	$68,310	9.24%	9.49%	$574	$21,408	$27,547	77.7	111.7	-30.4
III	76,700	7,670	69,030	9.31	9.56	583	21,653	28,006	77.3	111.0	-30.3
IV	75,400	7,540	67,860	9.49	9.74	583	21,898	27,961	78.3	112.2	-30.2
1989											
I	$77,500	$7,750	$69,750	9.77%	10.02%	$613	$22,143	$29,431	75.2	107.2	-29.9
II	79,000	7,900	71,100	10.38	10.63	657	22,368	31,550	71.0	101.1	-29.8

* Effective rate on loans closed on existing homes – Office of Thrift Supervision.
** Based on current lending requirements of the Federal National Mortgage Association using 10 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987		361,000	189,000	64,000	78,000	31,000
1988		357,000	167,000	63,000	87,000	39,000
1988	II	414,000	208,000	74,000	83,000	48,000
	III	340,000	154,000	66,000	87,000	33,000
	IV	320,000	138,000	52,000	92,000	38,000
1989	I	357,000	150,000	70,000	94,000	44,000
	II	388,000	203,000	62,000	83,000	39,000

Components may not agree with totals due to rounding.
r Revised

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Sales)

Year		United States	Northeast	Midwest	South	West
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987		3,887,000	874,000	1,023,000	1,360,000	630,000
1988		3,951,000	840,000	992,000	1,437,000	681,000
1988	II	4,060,000	900,000	1,010,000	1,450,000	690,000
	III	4,000,000	830,000	990,000	1,470,000	710,000
	IV	4,090,000	810,000	1,020,000	1,530,000	730,000
1989	I	3,840,000	780,000	980,000	1,390,000	690,000
	II	3,710,000	780,000	950,000	1,350,000	640,000

Components may not agree with totals due to rounding.
r Revised

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$ 61,300	$55,200	$62,000	$ 97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987		77,800	98,300	61,700	64,100	97,200
1988		83,100	110,600	60,600	64,500	108,900
1988	II	$83,600	$110,300	$60,600	$65,400	$107,500
	III	83,300	110,300	61,500	63,500	112,500
	IV	83,500	111,400	61,900	63,900	109,800
1989	I	$83,700	$107,000	$64,300	$67,900	$111,100
	II	85,700	111,900	65,800	71,800	105,200

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
				1988			1989	
	1986	1987	1988	II	III	IV	I	II
Alabama	60.8	59.7	52.6	51.1	55.1	51.1	51.1	46.4
Alaska	6.1	7.7	9.6	8.3	12.0	10.1	6.2	6.8
Arizona	73.8	67.3	64.4	60.0	69.2	71.2	65.3	56.0
Arkansas	52.8	48.2	46.6	51.2	46.8	47.9	46.2	39.5
California*	484.6	507.0	562.8	566.9	587.4	593.9	615.1	523.7
Colorado	47.5	46.7	49.3	49.9	53.1	50.7	48.3	42.6
Connecticut	52.0	52.5	57.1	59.1	55.4	59.1	56.4	52.7
Delaware	12.9	14.0	13.3	14.1	13.3	13.1	12.2	13.4
District of Columbia	11.6	10.5	10.8	10.4	10.7	11.4	10.0	8.1
Florida	169.4	184.2	183.1	184.2	193.0	179.8	193.0	175.4
Georgia	75.1	89.0	84.9	84.3	76.3	88.3	85.9	82.0
Hawaii	10.0	11.5	10.3	10.5	10.0	9.9	13.4	12.4
Idaho	11.3	10.9	11.3	11.3	11.5	11.5	13.6	12.1
Illinois	179.2	175.3	186.5	180.2	191.8	203.4	197.6	170.5
Indiana	86.1	89.8	85.1	91.9	80.4	81.4	91.9	84.6
Iowa	46.1	48.3	54.0	53.6	57.4	56.8	45.3	51.0
Kansas	54.4	54.4	50.6	49.0	51.9	50.2	48.5	45.6
Kentucky	58.6	64.1	67.9	66.6	69.2	65.4	75.7	66.0
Louisiana	34.0	40.4	34.5	29.6	33.4	42.8	35.7	30.9
Maine	30.8	35.2	34.2	36.3	35.0	31.4	30.5	32.2
Maryland	86.9	78.5	86.2	80.1	89.6	97.1	89.6	75.4
Massachusetts	84.6	100.5	93.3	95.3	92.8	88.4	91.6	90.3
Michigan	186.6	169.6	168.6	177.6	160.6	160.6	194.6	181.4
Minnesota	96.8	89.4	82.4	78.9	79.6	88.6	66.2	64.8
Mississippi	34.2	34.2	30.6	30.4	28.8	33.9	31.6	28.8
Missouri	88.4	88.4	83.1	77.2	82.3	78.2	90.4	75.2
Montana	11.9	11.6	11.9	11.8	12.2	12.8	11.6	13.3
Nebraska	25.5	23.3	22.4	21.0	22.0	23.1	27.2	24.4
Nevada	11.0	12.2	12.2	10.9	13.1	13.6	12.0	10.9
New Hampshire	20.3	19.2	15.3	14.6	15.6	15.0	14.0	12.0
New Jersey	159.6	157.3	142.3	159.6	130.9	122.8	151.5	127.3
New Mexico	19.5	20.0	18.6	20.5	18.5	17.9	20.2	17.1
New York	216.8	223.9	213.4	218.2	216.3	208.7	201.1	191.6
North Carolina	139.2	140.6	141.8	143.3	146.1	141.4	121.4	130.0
North Dakota	9.5	11.2	11.2	11.5	11.2	10.7	13.6	10.7
Ohio	179.9	180.9	181.9	185.7	176.0	181.9	212.8	168.3
Oklahoma	49.4	44.6	49.6	46.8	52.1	52.8	55.1	52.1
Oregon	45.0	48.5	53.1	53.2	55.2	55.8	57.8	55.8
Pennsylvania	258.3	259.5	276.5	267.8	291.6	283.7	253.6	223.5
Rhode Island	13.5	13.4	13.8	15.8	13.4	12.7	14.6	12.8
South Carolina	58.0	60.9	63.3	65.0	70.6	61.7	52.3	59.3
South Dakota	13.2	13.0	14.2	11.5	14.7	16.1	21.8	9.8
Tennessee	112.0	111.2	102.6	102.0	97.2	109.9	112.3	96.4
Texas	198.9	224.3	238.5	229.3	246.3	254.8	240.6	209.5
Utah	14.6	14.6	14.3	14.0	14.3	14.8	13.5	15.1
Vermont	12.4	12.9	13.4	14.4	13.5	11.6	14.1	11.5
Virginia	130.4	113.0	113.6	112.5	113.6	118.0	108.0	95.9
Washington	50.6	43.6	48.9	49.7	51.5	47.1	57.6	52.3
West Virginia	39.7	36.6	44.5	46.5	38.0	36.4	6-1.2	43.6
Wisconsin	76.9	73.3	72.2	73.8	65.2	81.5	73.8	66.0
Wyoming	6.1	6.0	5.8	6.3	5.9	5.5	6.9	5.8

* Provided by the California Association of REALTORS®.

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*
(Not Seasonally Adjusted in Thousands of Dollars)

Metropolitan Area	Years			Quarters				
	1986	1987	1988	1988			1989	
				II	III	IV	I	II
Akron, OH	$ 56.2	$ 57.1	$ 59.9	$ 60.1	$ 62.6	$ 58.4	$ 56.0	$ 62.9
Albany/Schenectady/Troy, NY	72.7	86.4	92.2	91.1	92.3	100.1	102.1	104.2
Albuquerque, NM	81.6	82.6	80.4	81.6	83.4	75.8	82.0	84.5
Orange County(Anaheim/Santa Ana MSA), CA**	147.7	167.3	206.9	200.0	217.4	226.4	237.8	247.6
Atlanta, GA	n/a	n/a	n/a	n/a	81.1	80.5	80.3	83.8
Baltimore, MD	74.0	81.1	88.7	87.3	92.3	89.6	92.2	95.1
Baton Rouge, LA	70.9	67.8	64.7	64.5	64.1	64.8	61.1	64.7
Birmingham, AL	68.3	71.6	75.7	76.5	77.3	74.9	77.3	77.8
Boston, MA	159.2	177.2	181.2	182.9	183.8	179.3	177.0	186.2
Buffalo/Niagara Falls, NY	52.4	56.7	65.6	64.8	66.6	67.5	68.7	71.5
Charleston, SC	n/a	72.7	73.1	73.5	74.4	71.3	72.4	75.0
Charlotte, NC	n/a	n/a	n/a	n/a	81.1	80.5	85.2	86.5
Chattanooga, TN	55.3	59.0	63.5	63.2	64.2	64.9	65.6	64.6
Chicago, IL	86.1	90.8	98.9	99.3	100.8	98.4	99.6	105.0
Cincinnati, OH	n/a	66.1	69.7	69.6	71.8	70.2	72.9	76.6
Cleveland, OH	66.9	68.1	69.2	69.9	69.8	69.3	69.4	76.2
Columbia, SC	67.2	68.4	69.7	70.6	70.7	68.7	71.9	73.5
Columbus, OH	65.5	68.7	72.6	73.4	74.3	74.6	73.9	76.7
Corpus Christi, TX	66.0	65.9	64.9	64.8	63.2	66.5	63.2	64.4
Dallas, TX	93.2	90.8	90.8	90.5	88.6	87.0	89.8	92.4
Daytona Beach, FL	57.7	60.2	62.6	63.3	62.7	64.1	59.5	63.6
Dayton/Springfield, OH	57.3	59.4	63.3	63.4	63.8	63.6	64.4	69.0
Denver,CO	86.4	88.9	81.8	83.4	81.1	79.7	80.8	83.3
Des Moines, IA	55.9	55.6	55.8	58.2	55.0	54.8	57.3	57.1
Detroit, MI	58.1	65.6	73.1	72.3	76.4	73.4	71.9	73.1
El Paso, TX	59.0	59.2	59.6	60.5	62.0	58.8	57.2	64.2
Ft.Lauderdale/Hollywood/Pompano Beach, FL	77.7	79.6	81.1	79.2	84.7	81.4	82.1	82.8
Ft. Worth, TX	87.9	80.0	73.3	70.7	73.9	73.6	73.6	77.2
Grand Rapids, MI	50.4	53.5	57.9	58.3	59.0	59.2	59.2	65.0
Greenville/Spartanburg, SC	64.3	64.2	65.9	64.9	68.7	64.5	60.8	69.1
Hartford, CT	129.0	157.4	167.6	169.0	168.8	165.0	165.5	165.1
Honolulu, HI	172.0	186.0	215.1	198.7	226.0	225.0	245.0	262.5
Houston, TX	69.9	65.9	61.8	63.5	65.5	56.8	62.9	68.7
Indianapolis, IN	59.0	62.5	66.1	66.7	67.5	66.6	68.0	70.9
Jacksonville, FL	62.8	65.1	67.7	67.4	67.2	67.9	65.9	67.0
Kansas City, MO/KS	65.4	69.8	70.5	71.9	69.9	69.3	73.8	72.6
Knoxville, TN	60.3	65.4	67.0	65.5	69.1	66.9	69.8	70.3
Lansing, MI/East Lansing, MI	52.4	54.5	56.6	57.8	57.0	56.2	57.9	59.4
Las Vegas, NV	77.5	77.0	78.8	77.9	80.7	80.2	80.5	86.1
Lexington/Fayette, KY	67.7	72.5	73.5	72.7	75.6	75.4	74.9	78.3
Little Rock/N. Little Rock, AR	63.2	63.1	63.9	63.1	65.6	63.8	63.4	62.9
Los Angeles Area, CA**	128.8	147.7	179.4	174.9	189.2	191.1	201.0	218.0
Louisville, KY	51.7	51.7	54.5	54.1	56.0	55.1	56.7	58.4
Madison, WI	66.4	69.2	72.0	71.8	74.2	70.7	74.7	76.8
Memphis, TN	70.6	75.0	76.3	76.8	76.6	74.5	77.0	78.0
Miami/Hialeah, FL	81.1	81.1	82.9	83.5	82.6	84.0	83.0	88.1
Milwaukee, WI	69.9	70.5	74.5	75.3	75.6	73.1	76.0	81.2
Minneapolis/St Paul, MN	77.9	80.5	85.2	84.3	86.0	87.2	85.9	87.0
Mobile, AL	52.9	55.6	53.0	49.7	56.1	55.8	50.9	55.4
Montgomery, AL	61.0	64.8	64.5	65.6	65.3	63.6	66.0	69.7
Nashville/Davidson, TN	70.8	75.5	77.6	78.3	78.1	76.5	79.6	79.3
New Haven/Meridan, CT	n/a	156.9	169.4	168.9	173.5	160.2	166.7	156.0
New Orleans, LA	n/a	n/a	73.1	73.2	74.8	70.9	68.4	68.2
NewYork/N. NewJersey/Long Island, NY/NJ/CT	160.6	183.5	183.8	194.0	192.1	179.8	179.7	186.3
Oklahoma City, OK	63.0	62.3	56.2	56.9	57.9	53.5	52.3	52.3
Omaha, NE	58.8	59.0	59.5	58.7	60.3	59.9	60.9	58.6
Orlando, FL	72.5	76.2	79.1	77.7	81.3	78.1	79.1	79.1
Peoria, IL	45.7	46.5	45.0	46.0	45.8	44.3	42.0	47.7
Philadelphia, PA	82.4	97.0	102.4	101.9	106.5	104.1	104.7	108.8
Phoenix, AZ	78.4	80.9	80.0	79.1	82.3	79.6	78.5	82.2
Pittsburgh, PA	n/a	n/a	63.2	62.2	66.3	62.8	62.4	65.2
Portland, OR	62.6	64.2	64.4	64.9	64.8	64.8	67.1	68.8

METROPOLITAN AREA DATA (continued):

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

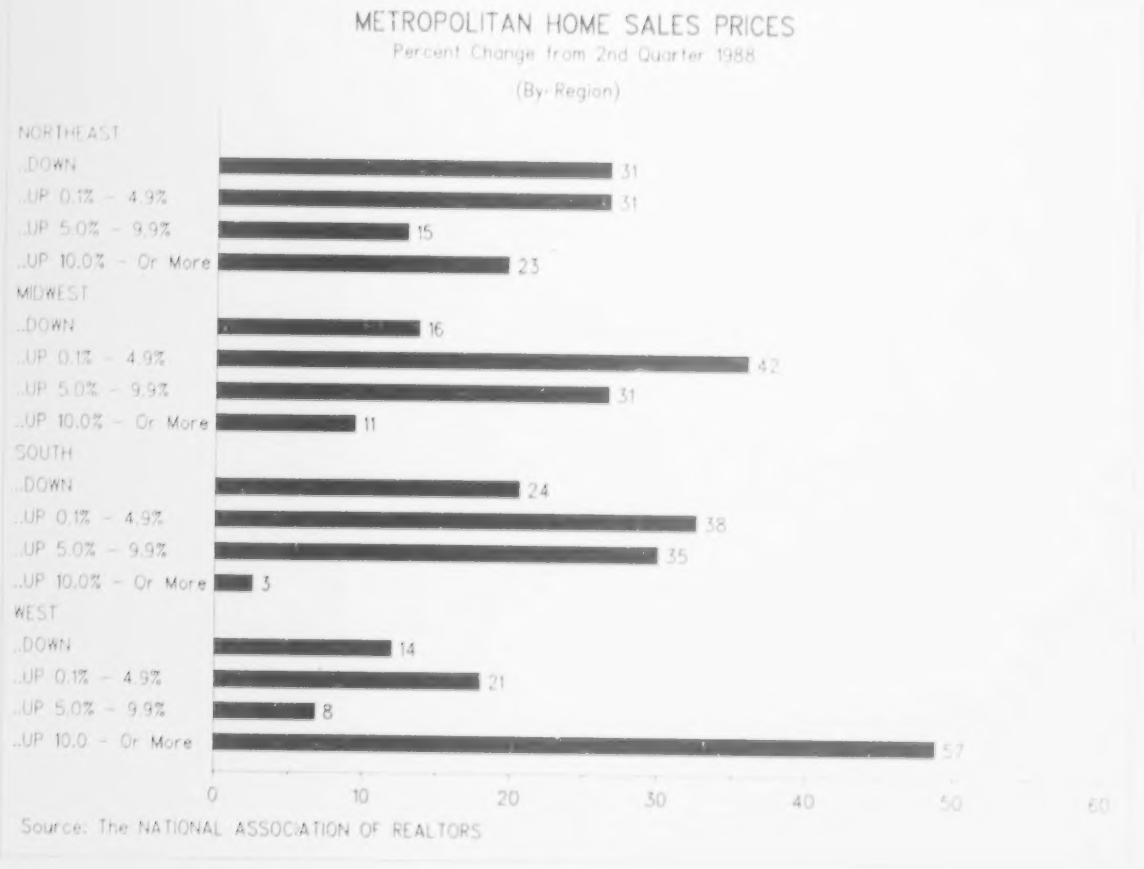
(Not Seasonally Adjusted in Thousands of Dollars)

Metropolitan Area	Years			Quarters				
	1986	1987	1988	1988			1989	
				II	III	IV	I	II
Providence, RI	87.6	121.4	130.6	130.4	131.9	133.0	128.8	130.9
Raleigh/Durham, NC	89.5	98.0	97.0	99.8	100.0	97.6	102.0	99.4
Riverside/San Bernardino, CA**	94.5	96.1	106.7	104.9	109.6	113.2	116.1	122.2
Rochester, NY	68.3	72.5	75.7	73.7	78.3	76.3	76.4	76.8
Sacramento, CA**	n/a	87.5	95.3	92.3	100.2	97.4	100.3	107.2
Salt Lake City/Ogden, UT	68.5	69.4	67.7	66.9	70.0	67.7	67.8	69.9
San Antonio, TX	69.2	70.2	65.0	65.2	68.2	62.1	61.6	63.0
San Diego, CA**	118.2	129.2	147.8	142.6	152.1	157.2	163.9	176.6
San Francisco Bay Area, CA**	161.2	171.3	212.6	202.8	218.9	232.4	244.0	265.7
Seattle/Tacoma, WA	n/a	82.6	88.7	93.6	89.8	91.9	99.7	109.1
Spokane, WA	53.3	51.2	51.1	52.9	50.9	50.3	50.2	51.8
Springfield, MA	87.6	105.2	118.4	105.8	127.4	121.7	124.4	127.0
St. Louis, MO	70.9	74.3	78.1	79.5	81.1	75.7	81.4	75.3
Syracuse, NY	64.3	68.9	74.6	74.9	75.4	75.9	76.9	78.9
Tampa/St Petersburg/Clearwater, FL	61.1	63.8	65.6	65.5	67.9	66.2	68.6	71.8
Toledo, OH	56.0	56.3	58.4	59.7	59.9	56.4	57.7	62.4
Tulsa, OK	65.5	65.7	65.0	65.0	65.5	65.3	60.5	62.6
Washington, DC/MD/VA	101.6	114.2	132.5	131.2	135.8	130.1	143.7	140.5
W. Palm Beach/Boca Raton/Delray Beach, FL	92.6	102.6	99.0	94.8	107.4	102.0	94.4	96.2
Wichita, KS	n/a	n/a	60.1	60.3	62.0	59.6	60.4	62.2
Worcester, MA	n/a	139.1	147.5	146.0	153.0	143.1	146.8	138.7

n/a Not Available p Preliminary

* All areas are metropolitan statistical areas (MSA) as defined by the US Office of Management and Budget. They include the named central city and surrounding areas.

** Provided by the California Association of REALTORS®.



METROPOLITAN AREA HOUSING AFFORDABILITY
Selected Metropolitan Areas by Major Components, Second Quarter: 1989

Metropolitan Area***	Median-Priced Existing Single-Family Home	Mortgage Rate*	Median Family Income	Qualifying Income**	Composite Afford-ability Index
Baltimore, MD	$95,100	10.51%	$37,836	$33,432	113.2
Boston, MA	186,200	10.56	44,460	65,726	67.6
Chicago, IL	105,000	10.37	36,051	36,491	98.8
Cleveland, OH	76,200	10.58	35,840	26,941	133.0
Dallas/Ft. Worth, TX	87,700	10.51	42,096	30,831	136.5
Denver, CO	83,300	10.00	40,177	28,071	143.1
Detroit, MI	73,100	10.62	38,021	25,929	146.6
Houston, TX	68,700	10.53	43,053	24,191	178.0
Indianapolis, IN	70,900	10.20	39,783	24,296	163.7
Kansas City, MO/KS	72,600	10.00	36,196	24,465	147.9
Los Angeles Area, CA#	218,000	10.16	34,343	74,455	46.1
Miami/Hialeah, FL	88,100	10.17	29,741	30,114	98.9
Milwaukee, WI	81,200	10.38	37,536	28,243	132.9
Minneapolis/St Paul, MN	87,000	10.34	43,689	30,161	144.9
NewYork/N. NewJersey/Long Island, NY/NJ/CT	186,300	10.04	30,607	62,992	48.6
Philadelphia, PA	108,800	10.32	37,739	37,656	100.2
Phoenix, AZ	82,200	10.29	35,534	28,379	125.2
Pittsburgh, PA	65,200	10.53	29,950	22,958	130.5
St. Louis, MO	75,300	10.06	37,296	25,503	146.2
San Diego, CA#	176,600	10.07	33,962	59,863	56.7
San Francisco Bay Area, CA#	265,700	9.96	43,315	89,236	48.5
Washington, DC/MD/VA	140,500	10.21	51,199	48,186	106.3

* Effective rate on loans closed on existing homes - Office of Thrift Supervision

** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment

*** All areas are metropolitan statistical areas (MSA) as defined by the US Office of Management and Budget. They include the named central city and surrounding areas.

Note: The California Association of REALTORS® publishes a housing affordability index for areas within the state which differs significantly from these values because it measures the proportion of households which could theoretically afford to purchase the median price home rather than the ability of a median income family to carry the mortgage. California data is provided for comparison only and is not to replace the currently available measures. The indices are roughly consistent.

HOUSING AFFORDABILITY INDEX FOR METROPOLITAN AREAS

Metropolitan Area*	Years			Quarters				
	1986	1987	1988	1988			1989	
				II	III	IV	I	II
Baltimore, MD	125.5	133.8	129.0	128.8	123.2	128.4	122.8	113.2
Boston, MA	69.9	72.6	74.5	76.4	72.4	73.5	73.2	67.6
Chicago, IL	109.9	116.2	110.1	109.0	108.0	109.9	107.4	98.8
Cleveland, OH	140.0	152.7	154.0	154.6	154.3	152.5	150.5	133.0
Dallas/Ft. Worth, TX	117.7	132.5	143.2	143.2	141.9	147.3	142.7	136.5
Denver, CO	122.4	127.0	143.8	139.2	144.9	154.3	153.2	143.1
Detroit, MI	166.7	166.5	154.3	155.9	149.9	152.3	151.5	146.6
Houston, TX	150.9	182.5	199.8	196.3	184.2	219.1	197.1	178.0
Indianapolis, IN	161.1	176.4	177.3	178.1	172.6	170.6	169.7	163.7
Kansas City, MO/KS	147.2	149.5	157.2	156.8	156.5	156.2	146.1	147.9
Los Angeles Area, CA#	69.5	72.9	61.2	61.6	58.2	56.8	53.2	46.1
Miami/Hialeah, FL	94.3	108.8	113.4	111.2	112.9	111.9	109.9	98.9
Milwaukee, WI	147.6	162.1	149.3	148.4	149.2	151.9	142.6	132.9
Minneapolis/St. Paul, MN	148.4	164.1	156.7	159.4	159.9	144.6	158.9	144.9
New York/N. New Jersey/Long Island, NY/NJ/CT	49.3	50.4	50.6	49.3	49.8	53.0	51.5	48.6
Philadelphia, PA	112.4	110.3	108.9	110.5	105.5	106.2	105.6	100.2
Phoenix, AZ	117.9	130.6	134.7	137.0	133.5	133.7	135.1	125.2
Pittsburgh, PA	n/a	n/a	144.6	152.3	138.5	139.5	137.7	130.5
St. Louis, MO	137.4	147.3	150.0	144.7	143.1	150.2	136.8	146.2
San Diego, CA#	77.2	83.9	72.2	78.8	73.1	68.3	65.6	56.7
San Francisco Bay Area, CA#	69.9	76.8	69.0	71.2	66.4	61.2	56.0	48.5
Washington, DC/MD/VA	126.4	129.2	119.0	120.2	117.1	121.7	110.8	106.3

* All areas are metropolitan statistical areas (MSA) as defined by the US Office of Management and Budget. They include the named central city and surrounding areas.

Note: The California Association of REALTORS® publishes a housing affordability index for areas within the state which differs significantly from these values because it measures the proportion of households which could theoretically afford to purchase the median price home rather than the ability of a median income family to carry the mortgage. California data is provided for comparision only and is not to replace the currently available measures. The indices are roughly consistent.

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of Units)

Year		Total	In structures with —			Regions			
			1 unit	2 to 4 units	5 units or more	Northeast	Midwest	South	West
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987		1,621	1,146	66	409	269	298	634	420
1988		1,488	1,081	59	348	235	274	574	404
			Seasonally Adjusted Annual Rates						
1988	Aug	1,459	1,076	59	324	217	239	573	430
	Sep	1,463	1,039	62	362	206	258	576	423
	Oct	1,532	1,136	63	333	198	273	582	479
	Nov	1,567	1,138	68	361	219	275	613	460
	Dec	1,577	1,141	65	371	201	343	609	424
1989	Jan	1,678	1,199	66	413	293	313	642	430
	Feb	1,465	1,029	62	374	224	273	572	396
	Mar	1,409	981	50	378	160	308	552	389
	Apr	1,343	1,029	62	252	207	274	526	336
	May	1,308	977	42	289	176	244	513	375
	Jun[r]	1,406	972	55	379	168	242	552	444
	Jul[r]	1,424	1,029	57	338	195	267	532	430
	Aug[p]	1,353	1,003	58	292	140	241	574	398

r Revised p Preliminary
Source: Census Bureau, U.S. Department of Commerce

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	90	321	190					
1987		671	117	97	271	186					
1988		676	101	97	276	202					
			Seasonally Adjusted Annual Rates				Not Seasonally Adjusted				
1988	Aug	712	100	98	300	214	59	8	9	25	17
	Sep	691	86	99	261	245	54	7	8	21	18
	Oct	718	96	111	274	238	57	8	9	20	19
	Nov	650	65	104	254	227	43	5	7	17	15
	Dec	669	109	94	263	204	42	7	5	17	12
1989	Jan	700	121	106	265	207	52	8	6	21	17
	Feb	621	84	103	236	198	51	6	8	20	17
	Mar	555	107	99	201	148	58	11	10	21	15
	Apr	607	82	99	244	182	60	7	11	24	18
	May[r]	653	89	99	271	195	61	9	10	25	18
	Jun[r]	653	72	102	261	218	59	7	10	23	20
	Jul[r]	758	108	129	292	229	63	10	11	24	18
	Aug[p]	755	107	93	310	244	63	9	9	26	20

Components may not agree with totals due to rounding.
r Revised p Preliminary
Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS
MONTHS OF AUGUST
(Percentage Distribution)

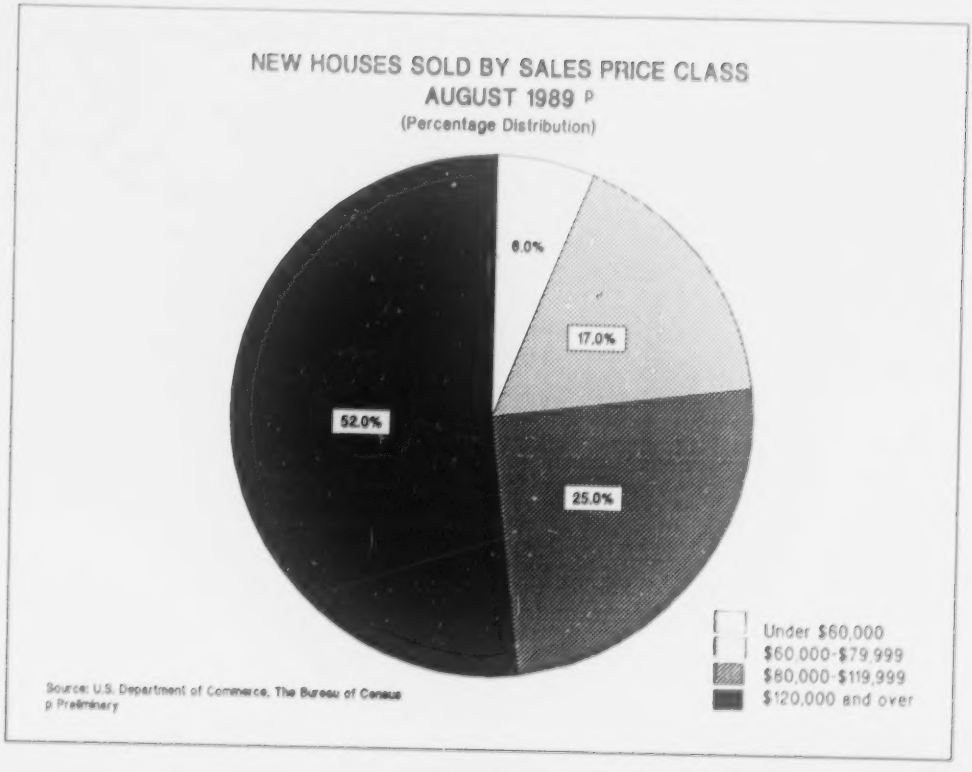
Price Class	Aug 1985	Aug 1986	Aug 1987	Aug 1988[r]	Aug 1989[p]
Under $60,000	16	13	9	7	6
$60,000 to $79,999	29	25	20	15	17
$80,000 to $99,999	19	20	18	19	16
$100,000 to $119,999	12	13	11	14	9
$120,000 to $149,999	11	11	16	14	16
$150,000 and over	12	18	26	31	36
Median Sales Price	$83,300	$91,500	$106,800	$110,000	$122,900

r Revised p Preliminary
Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS
SECOND QUARTER 1989[p]
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	7	*	10	13	*
$60,000 to $79,999	14	*	13	22	9
$80,000 to $119,999	29	20	30	30	26
$120,000 and over	50	64	47	35	63
Median Sales Price	$120,000	$149,000	$113,500	$96,300	$139,900

* Insufficient Sample Size
p Preliminary
Source: Census Bureau, U.S. Department of Commerce



REALTOR®

NATIONAL ASSOCIATION OF REALTORS®
Economics & Research Division
777 14th Street, N.W.
Washington, D.C. 20005